



# spotlight

June 2008 Vol. 41 No. 6



## 2008 CONVENTION



### PUERTO RICO





**ROGER SMITH**

PRESIDENT & CEO  
AMERICAN INCOME LIFE & NATIONAL INCOME LIFE

## CARING IS WHAT WE DO

As you may have guessed, this issue of *Spotlight* highlights the 2008 Convention in Puerto Rico. I am sure I speak for everyone when I say we all had a fantastic trip – a once-in-a-lifetime experience full of fun, friendship, and a lot of iguanas.

But amid all of the fraternization, we did have a few serious moments, especially in regards to our recognition portions of the weekend. During my general session speech, I addressed the convention attendees on several topics, but one of my main focuses was on the subject of caring. Some of you reading might remember the I-CARE event, when 400 employees of the Home Office came together to celebrate the tenets of our I-CARE philosophy: Integrity, Create raving fans, Achieve more through teamwork, Respect others, and Enjoy having fun in the process. What I may not have admitted at the time was my hesitation in accepting this new motto. In fact, I originally thought it was pretty corny.

I am happy to say, however, that I could not have been more wrong. This became apparent to me at our recent meeting with the Labor Advisory Board – over 50 of the most powerful and influential people in labor. The point we kept making over and over – what made us different from Prudential, Farmers, New York Life, and other insurance companies – is that we care not only about our clients but about society as a whole.

You have all heard the saying, “With great power comes great responsibility.” Super-hero movies aside, this is a perfect phrase to live by. As “The World’s Greatest Sales Force,” we have a genuine responsibility to those we serve and even to those we hope to serve. We need to have an honest sense of outrage with social injustice, and I believe we have stepped forward to do our part in making a real impact on the world. Because we care, OPEIU Local 277 members from AIL/NILICO are the

largest contributors to the Political PAC (J.B. Moss V.O.T.E.) throughout the OPEIU International. Because we care, we are one of the largest donators to the Democratic Party and strive to facilitate political reform.

We care that there are 47 million uninsured Americans today, many without money to even afford health care – our main stance behind Health Care for All.

We care about working families, and we fight daily to keep union jobs alive. We want to help those union families down on their luck through either our food bank or our strike/lay-off waivers. If a part of our society hurts, we hurt; we act because, you guessed it, we care.

So, I can honestly say I was wrong in assuming the I-CARE motto was corny. Caring is what we do, and we do it well, even in regards to our very own peers. It was clear at the Convention that many of the qualifiers were caring and loyal individuals. These were folks who put a client’s need to buy a policy above their personal need to sell it. They would go out of their way to help a fellow agent or PR Rep who might be a little overwhelmed and give them the stalwart advice needed to become successful.

To our convention attendees, I would like to offer one final congratulations and a thank you for being role models for us all. To everyone who wishes to be there for the 2009 Convention in Beverly Hills, good luck and take some advice from your predecessors – care.



**American Income Life Insurance Company** has been meeting union families’ needs for over half a century. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

### spotlight

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### SGA CAREER TRACK

## New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: [futuresga@aillife.com](mailto:futuresga@aillife.com).

### TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,679,212.53 in bonuses. For more information on the monthly bonuses, turn to Page 13.

### REQUIRED RETENTION RATE

**Effective Jan. 1, 2008**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines. The rates listed below are for *Spotlight* recognition only. Net to Gross is used only during the Producer’s first eight months.

<b>Retention:</b>	<b>68%</b>
<b>Net to Gross:</b>	<b>78%</b>

### DATES TO REMEMBER

#### Friday, July 4, 2008

Home Office will be closed for the Independence Day holiday.

#### Tuesday, July 29, 2008

All business and PR credits must be at the Home Office to count for July production.

### CORRECTION

In last month’s issue, Supervising Agent Maifea Fetu’s 1st 6 Mo. production was incorrectly listed. His actual production was \$20,399. We apologize for this error.

### AIL/NILICO MILLION DOLLAR CLUB



Another champion, another milestone, and the newest member of the AIL/NILICO Million Dollar Club for 2008 and the Beverly Hills stage, Robert Ulreich of the Jatoft-Foti Agency.

The Million Dollar Club was introduced to reward Personal Producers who produce \$1 million of Net ALP from 1999 forward to the end of a production year. These producers are recognized at the next Convention and receive a \$5,000 bonus check.

**Congratulations, Robert!**

### JUNE 2008 LDS CONTEST

The winner will be the manager who generates the most Net Annualized Life Premium during the contest period for new agents coded during the contest period. Qualification will be based on the production of agents coded during the contest period to leadership seminar attendees under their SA, GA, MGA, or RGA contract level.

If an attendee has a manager under him or her who attends the seminar also, codes under the subordinate manager will count as ½ credits for the manager who is over the subordinate manager and full production credit for the subordinate manager. If no subordinate manager attends, codes will count as one and the full production credit will be used.

The winner will receive an all expense-paid trip to the next LDS to share how he or she recruited and developed the most productive new management group in AIL/NILICO, \$300, and a plaque in recognition as the “Number One Manager” in the nation.

If qualified for the 2009 Convention in Beverly Hills, the winner will receive an extra day and a Jr. Suite.

The manager who recruits the most new agents during the contest will receive an award and a cash bonus of \$200.

The contest begins July 1, 2008 and ends December 31, 2008. Good luck!

### FOUNDER’S CLUB OUTSTANDING PRODUCERS

May 2008

AGENT	SGA	TIMES QUALIFIED	TOTAL NET ALP	N/G *	RETENTION
Max Quasem	Cohen-Cohen	13	\$78,740		88.0
Haoyu Xu	Imran Satti	1	\$52,856	89	

\*Percentage of Net to Gross

### LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2009 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top two PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2009 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). *Check your production! If there is an asterisk by your position, you could be on your way to the Beverly Hilton, home of the Golden Globe Awards! The convention will be held May 14-17, 2009.*

## Individual Producers



1. KEVIN ISHIKANE  
Honolulu, HI



2. ROGHIE HASSANLOO  
Toronto, ON



3. BRENDA ANDERSON  
Honolulu, HI



4. JAMES CHING  
Long Island City, NY



5. MARC COULTER  
Halifax, NS



6. RAYMOND ANGELES  
Honolulu, HI



7. MARCO SANTOS  
Glen Ellyn, IL



8. ELVIS O'BANOR  
Edison, NJ



9. JUSTIN GERMANY  
Oklahoma City, OK



10. KAREN SESSING  
Long Island City, NY

### MAY PRODUCTION

Name	Net ALP	NG	Rtn	MGA	SGA
1. Kevin Ishikane	\$34,002		68.5	Daven Hermosura	Altig-Orlovic
2. Roghie Hassanloo	32,858		84.7	Byron Paz	Josh Chalom
3. Brenda Anderson	22,810	91		John Collins	Altig-Orlovic
4. James Ching	22,546	98		Alberto Alcala	Marc Rosen
5. Marc Coulter	21,519	96		Harjeet Rana	Imran Satti
6. Raymond Angeles	21,486	100		Daven Hermosura	Altig-Orlovic
7. Marco Santos	20,928	94		Michael Mandella	Alt-Orl-Venekamp
8. Elvis O'Banor	20,882	95		Laura Fisher	Eric Giglione
9. Justin Germany	20,555		71.7		Matt Flores
10. Karen Sessing	19,588	95		Mitch Duplantis	Marc Rosen
11. Benjamin Eggen	19,275		72.7		Altig-Orlovic
12. Amanda Deal	18,606	100		Brock Adams	Eric Neal
13. Magen Campbell	17,602	100		Robert Kanaan	Imran Satti
14. Ronald Stingley	16,830	99		Allan Gilbert	Bob Olson
15. Kent Zadko	16,786		81.4	Gregory McMeckan	Altig-Orlovic
16. Robert Reagan	16,461	91		Robert Shafer	Scott Rehberg
17. Paul Abeling	16,155	88		Jason Harris	David Zophin
18. Stephanie Broeder	15,946	100		Lee Jeffers	Altig-Orlovic
19. Cassandra Gordon	15,877	93		Matthew Melhorn	Fred Hadayia
20. Julius Chibayere	15,754	94		Sabrina Lloyd	Barry Dillah
>> ALL TIME RECORD \$71,391 NET ALP STEVEN STENSURD <<					

### YTD PRODUCTION

Name	Net ALP	NG	Rtn	MGA	SGA
*1. Roghie Hassanloo	\$141,840		84.7	Byron Paz	Josh Chalom
*2. Kevin Ishikane	123,876		68.5	Daven Hermosura	Altig-Orlovic
*3. Steven Stensrud	111,912		72.9	John McGrath	Altig-Orlovic
*4. Lily Tchen	103,732		74.0	David Iriye	Cohen-Cohen
*5. Max Quasem	97,470		88.0		Cohen-Cohen
*6. Freida Yakubov	86,002		88.0	Elaina Bosco	Tom Williams
*7. Jamison Weatherspoon	84,040	96		Nicholas Zangardi	Surace-Smith
*8. Jose Lopes	81,940		69.2	Jose Lopes	David Zophin
*9. Kent Zadko	80,998		81.4	Shaun McDonald	Altig-Orlovic
*10. Andrew Haskins	80,833		73.0	Tiffany Roland	Altig-Orlovic
11. Timothy Cruise	75,475		74.4		Altig-Orlovic
12. Helen Taylor	73,350		75.8	Bobby Gujral	Altig-Orlovic
13. Maifea Fetu	69,552	92			Steve Friedlander
14. Dart Brown	68,840	86		Timothy Clark	Surace-Smith
15. Amy Buskas	68,799		75.5	Lee Jeffers	Altig-Orlovic
16. Benjamin Eggen	67,080		72.7	Benjamin Eggen	Altig-Orlovic
17. David Farraway	65,296		83.7	David Farraway	Altig-Orlovic
18. Patrick Taylor	65,161	89		Volodymyr Derevyanyy	Altig-Orlovic
19. Joaquin Santos	64,081		79.4	Doreen Ryan-Foti	Jatof-Foti
20. Bobby Gujral	63,793		93.6	Bobby Gujral	Altig-Orlovic
>> ALL TIME RECORD \$278,449 NET ALP ZACHARY HART <<					

## Supervising Agents



1. MICHAEL BLACK  
Rochester, NY



2. MICHAEL GARRETT  
Halifax, NS



3. WILLIAM RAY  
Pittsburgh, PA

## General Agents



1. ROBERT HEARNS  
Columbus, OH



2. EVAN HOLZHAUSER  
Edison, NJ



3. DANIEL WALTON  
Columbus, OH



4. JOHN THORNTON  
Pittsburgh, PA



5. JAMES AALDERS  
Halifax, NS

### MAY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
1. Michael Black	\$27,304	\$34,087	89		Brett Gyska	Oldham-Bianchi
2. Michael Garrett	26,990	29,577		75.6	Harjeet Rana	Imran Satti
3. William Ray	26,162	32,726	90		Jeffery Thiel	Simon Arias
4. Milton Garlick	23,156	22,875	88		Levar Morgan	Theodore Pappas
5. Stephen Jubrey	23,141	32,381	93		Brett Gyska	Oldham-Bianchi
>> ALL TIME RECORD \$78,033 1ST SIX MO AGT LORENZO LAMEKO <<						
>> ALL TIME RECORD \$81,207 NET ALP LORENZO LAMEKO <<						

### YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
*1. Michael Garrett	\$156,908	\$157,923		75.6	Harjeet Rana	Imran Satti
2. Yvonne Brown	95,102	117,199	87		Stephen Hill	Steve Friedlander
3. Peter LilaLilomaiava	89,819	97,125	81		Lorenzo Lameko	Steve Friedlander
4. Maifea Fetu	88,575	126,702	91			Steve Friedlander
5. Stephen Jubrey	68,640	117,049	93		Brett Gyska	Oldham-Bianchi
>> ALL TIME RECORD \$298,373 1ST SIX MO AGT LORENZO LAMEKO <<						
>> ALL TIME RECORD \$443,893 NET ALP MARY ANN GAELIC <<						

### MAY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
1. Robert Hearn	\$42,613	\$46,126	89		Robert Dunn	Surace-Smith
2. Evan Holzhauser	32,010	36,379		88.3	Laura Fisher	Eric Giglione
3. Daniel Walton	29,710	44,467	91		Stephen Bendure	Surace-Smith
4. John Thornton	26,422	35,151	83		Earnest Powers	Simon Arias
5. James Aalders	26,409	30,036	85		Harjeet Rana	Imran Satti
6. Justin Herdzina	25,021	28,939	94		Eric Cochran	James Bailey
7. Kyriacos Davis	24,234	37,247	96		Earnest Powers	Simon Arias
8. Atta Saleh	23,151	45,327	86		Mitch Duplantis	Marc Rosen
9. Martin McCarthy	22,251	26,122	93		Michael Vasu	Surace-Smith
10. Raymond Risucci	22,247	33,089		72.4	Dorian Oldham	Oldham-Bianchi
>> ALL TIME RECORD \$195,544 1ST SIX MO AGT TAINA LAMEKO <<						
>> ALL TIME RECORD \$208,278 NET ALP TAINA LAMEKO <<						

### YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
*1. James Aalders	\$156,552	\$160,333	85		Harjeet Rana	Imran Satti
*2. James Cunningham	141,830	167,298	93		Nicholas Zangardi	Surace-Smith
*3. Robert Hearn	110,454	136,555	89		Robert Dunn	Surace-Smith
*4. Evan Holzhauser	100,575	118,603		88.3	Laura Fisher	Eric Giglione
*5. Raymond Risucci	90,461	163,081		72.4	Dorian Oldham	Oldham-Bianchi
6. Dawn McElwain	87,307	147,378		82.4		Oldham-Bianchi
7. Michael McIntosh	86,641	133,751	83		Harjeet Rana	Imran Satti
8. Paul Samra	82,922	123,611		73.9	Cheryl Foti	Jatof-Foti
9. Daniel Walton	81,518	129,529	91		Stephen Bendure	Surace-Smith
10. Christopher Williams	81,514	109,943		75.5	Jeffery Thiel	Simon Arias
>> ALL TIME RECORD \$1,319,496 1ST SIX MO AGT TAINA LAMEKO <<						
>> ALL TIME RECORD \$1,522,976 NET ALP TAINA LAMEKO <<						



## Master General Agents



1. EARNEST POWERS  
Pittsburgh, PA



2. ROBERT SHAFER  
Cincinnati, OH



3. LEVAR MORGAN  
Flushing, NY



4. ALLAN GILBERT  
Woodridge, IL



5. JEFFERY THIEL  
Pittsburgh, PA

### MAY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
1. Earnest Powers	\$76,300	\$86,701	94		Simon Arias
2. Robert Shafer	65,216	63,965		75.2	Scott Rehberg
3. Levar Morgan	53,872	61,653		74.6	Theodore Pappas
4. Allan Gilbert	51,799	47,683		68.2	Bob Olson
5. Jeffery Thiel	50,302	57,004	87		Simon Arias
6. Brett Gryska	49,750	96,682		74.8	Oldham-Bianchi
7. David Thomas	41,332	56,742		89.4	Theodore Pappas
8. Alberto Alcala	40,918	45,188		76.5	Marc Rosen
9. Joseph Moore	38,609	48,141		77.0	Matt Henderson
10. John Collins	36,768	44,400		70.1	Altig-Orlovic
>> ALL TIME RECORD \$326,483 1 <sup>ST</sup> SIX MO AGT JEFF RIBMAN <<					
>> ALL TIME RECORD \$364,595 NET ALP JEFF RIBMAN <<					

### YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
*1. Lorenzo Lameko	\$531,724	\$662,900	86		Steve Friedlander
*2. Stephen Hill	336,182	368,099	85		Steve Friedlander
*3. Brett Gryska	283,197	406,707		74.8	Oldham-Bianchi
*4. Joseph Moore	207,855	224,846		77.0	Matt Henderson
*5. Cheryl Foti	195,676	476,319		70.7	Jatof-Foti
6. Wayne Fader	195,227	242,341		74.1	Marc Rosen
7. Desi Dimitrova	180,253	269,404		75.0	Allan Jennings
8. Jeremy Welch	178,032	210,345		71.9	Slav Bitman
9. Laura Fisher	176,598	306,043		73.8	Eric Giglione
10. Jeffery Thiel	168,388	195,546	87		Simon Arias
>> ALL TIME RECORD \$1,802,351 1 <sup>ST</sup> SIX MO AGT JEFF RIBMAN <<					
>> ALL TIME RECORD \$2,168,283 NET ALP JEFF RIBMAN <<					

## Regional General Agents



1. FRANCISCO PEREZ  
Flushing, NY



2. MITCH DUPLANTIS  
Long Island City, NY



3. SONNY GURNEY  
Troy, MI

### MAY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
1. Francisco Perez	\$111,335	\$182,717		70.5	Theodore Pappas
2. Mitch Duplantis	111,256	190,761		69.7	Marc Rosen
3. Sonny Gurney	82,190	202,955		70.6	Paul Rumbuc
4. Laura Fisher	75,392	113,539		75.9	Eric Giglione
5. Harjeet Rana	72,718	150,180		68.1	Imran Satti
>> ALL TIME RECORD \$250,884 1 <sup>ST</sup> SIX MO AGT JIM BIANCHI <<					
>> ALL TIME RECORD \$470,822 NET ALP JIM BIANCHI <<					

### YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
*1. Harjeet Rana	\$537,794	\$796,918		68.1	Imran Satti
*2. Francisco Perez	473,360	749,690		70.5	Theodore Pappas
3. Mitch Duplantis	434,222	631,473		69.7	Marc Rosen
4. David Hausman	419,280	794,350		71.7	Eric Giglione
5. Nicholas Zangardi	417,739	623,675		68.9	Surace-Smith
>> ALL TIME RECORD \$1,989,902 1 <sup>ST</sup> SIX MO AGT JIM BIANCHI <<					
>> ALL TIME RECORD \$4,570,094 NET ALP JIM BIANCHI <<					

## Public Relations



MALKA ARONY  
PR Manager  
Phoenix, AZ



SHANNON WALKER  
Category A  
Camas, WA



LEO VANDENBUSSCHE  
Category A  
Winnipeg, MB



AL WALL  
Category B  
Toronto, ON



VIVIAN DWYER  
Category B  
Glen Allen, VA



KENNETH ALTIZER  
Category C  
Nebo, WV



SUSAN FULDAUER  
Category C  
Indianapolis, IN

### MAY PRODUCTION

Category	Name	Production	SGA
PR Manager	1. Malka Arony	8,190 Cards	HO Los Angeles/Hartman
	2. Susan Fuldauer	7,251 Cards	HO IN
	3. Shannon Walker	5,084 Cards	HO US/WA
Category A	1. Shannon Walker	4,336 Cards	HO US/WA
	2. Leo VanDenBussche	3,401 Cards	HO CN/MB
	3. Mark Gagliardi	2,486 Cards	Jatof-Foti
	4. Brenda Stipanovich	2,115 Cards	HO PA
	5. Brenda Di Somma	1,962 Cards	HO NJ
Category B	1. Al Wall	5,139 Cards	Josh Chalom
	2. Vivian Dwyer	3,323 Cards	Slav Bitman
	3. Robin Andrade	2,885 Cards	HO MA
	4. Glen Hardeman	2,139 Cards	HO St Louis
	5. Darrell Dorey	2,123 Cards	Imran Satti
>> ALL TIME RECORD		18,960 Cards	<<
Category C	1. Kenneth Altizer	23 Groups	HOWV
	2. Susan Fuldauer	14 Groups	HO IN
	3. William Slocum	11 Groups	HO PA
	4. Richard Case	9 Groups	Surace-Smith
	5. Donald Spohn	7 Groups	Surace-Smith
>> ALL TIME RECORD		55 Groups	VIVIAN DWYER <<

### YTD PRODUCTION

Category	Name	Production	SGA
PR Manager	*1. Malka Arony	35,816 Cards	HO Los Angeles/Hartman
	*2. Susan Fuldauer	29,266 Cards	HO IN
	3. Chuck Hill	27,439 Cards	Jatof-Foti
Category A	*1. Rona Pileggi Spano	17,742 Cards	HO Chicago
	*2. Malka Arony	11,642 Cards	HO Los Angeles/Hartman
	3. Brenda Di Somma	11,560 Cards	HO NJ
	4. Larry Lozano	9,267 Cards	Jatof-Foti
	5. Chuck Hill	8,934 Cards	Jatof-Foti
Category B	*1. Al Wall	19,190 Cards	Josh Chalom
	*2. Robin Andrade	10,630 Cards	HO MA
	3. Cynthia Layton	9,493 Cards	HO KS
	4. Michelle Baxter	7,599 Cards	HO IN
	5. Paul Winslow	6,701 Cards	HO St Louis
>> ALL TIME RECORD		61,879 Cards	DENISE BOWYER <<
Category C	*1. Kenneth Altizer	52 Groups	HOWV
	*2. Donald Spohn	33 Groups	Surace-Smith
	3. Richard Case	33 Groups	Surace-Smith
	4. Susan Fuldauer	29 Groups	HO IN
	5. Brett Hulme	28 Groups	HO GA
>> ALL TIME RECORD		136 Groups	KENNETH ALTIZER <<

Public Relations Manager selection guidelines for recognition in the *Spotlight* are as follows:  
 Category A = SGA categories I and II.  
 Category B = All other SGA categories  
 Category C = Top number of group credits signed from all SGA categories.  
 Also, please note, the number of leads will be used to break a tie in Category C.

# State General Agents



Rick Altig



Simon Arias



James Bailey



Josh Chalom



Mark Hancock



Ilija Orlovic



Scott Rehberg



Marc Rosen

## MAY PRODUCTION - 1st Six Mo Agt

Category	Name	NG	Rtn	1st Six Mo Agt	1st Six Mo Obj	% of Obj
Category I	Surace-Smith		69.6	\$254,978	\$221,000	115
Category II	Alt-Orl-Venekamp		70.9	81,496	76,000	107
Category III	Marc Rosen		70.0	111,257	94,000	118
	Theodore Pappas		70.9	112,138	100,000	112
Category V	Scott Rehberg	88		72,947	52,500	139
	Slav Bitman		69.7	82,189	73,500	112
	Allan Jennings		75.8	77,516	69,500	112
	T J Rowell		74.9	67,109	65,500	102
Category VI	James Bailey	87		52,890	43,500	122
Category VII	Simon Arias	92		131,261	30,500	430
	A J O'Connor		71.2	63,859	43,500	147
	Tim McAdams	91		53,119	37,000	144

## YTD PRODUCTION - 1st Six Mo Agt

Category	Name	NG	Rtn	1st Six Mo Agt	1st Six Mo Obj	% of Obj
Category I	Surace-Smith		69.6	\$1,638,843	\$1,105,000	148
Category III	Imran Satti		68.7	539,874	445,000	121
Category V	Slav Bitman		69.7	433,473	330,000	131
Category VI	Mark Hancock		71.8	302,231	287,500	105
Category VII	Simon Arias	92		252,127	91,500	276
	Travis Moody	92		73,170	69,000	106

## MAY PRODUCTION - Net ALP

Category	Name	NG	Rtn	Net ALP	Net ALP Obj	% of Obj
Category I	Surace-Smith		69.6	\$456,088	\$433,000	105
Category III	Marc Rosen		70.0	193,587	182,000	106
Category IV	Josh Chalom		72.9	227,642	165,000	138
Category VI	Mark Hancock		71.8	112,551	113,000	100
Category VII	Simon Arias	92		145,511	61,000	239

## YTD PRODUCTION - Net ALP

Category	Name	NG	Rtn	Net ALP	Net ALP Obj	% of Obj
Category I	*Surace-Smith		69.6	\$2,798,976	\$2,165,000	129
Category II	*Cohen-Cohen		79.5	1,410,368	1,410,000	100
Category III	*Tom Williams		68.8	958,459	930,000	103
Category IV	*Josh Chalom		72.9	1,005,292	825,000	122
	Alt-Orl-Deley		71.1	948,755	825,000	115
Category V	*Slav Bitman		69.7	728,955	645,000	113
Category VI	*Mark Hancock		71.8	672,477	565,000	119
Category VII	*Simon Arias	92		292,907	183,000	160
	Travis Moody	92		145,621	138,000	106
Category VIII	*David Orrico		70.9	325,756	325,000	100



Marcus Smith



Jim Surace



Dustin Venekamp





# PUERTO RICO

## White Hot Highlights

**Taina Lameko, #1 GA:** "The great thing about Convention is that you find yourself surrounded by people with more knowledge, more experience, more energy, and more goals. Puerto Rico was no exception."

**Kenneth Altizer, #2 PR Rep-Cat C:** "I had a great time and really enjoyed Scott and Roger speaking on Friday. The most impressive thing was the ability to spend time sharing experiences with other PR people. I really enjoyed Old San Juan and the forts."

**Jose Lopes, #1 Producer:** "Puerto Rico Convention was an event to be remembered forever. It was a trip of a lifetime."

**Robin Andrade, #1 PR Rep-Cat B:** "Everything about Convention was positive. You were just surrounded by the most positive people. I came back with the most uplifted spirits."

**Pamela Ladd, #4 GA:** "I thought the convention was wonderful. It was beautiful in Puerto Rico, and the weather was perfect. I really enjoyed meeting the other agents. My favorite part was being able to be appreciated by Roger and Scott. It was very encouraging. I love the "first ladies". They are lovely, and I know they are the driving forces behind Roger and Scott. A memory I will not forget was the bus ride to the hotel with Jules [Pagano]. He was so down to earth and enjoyed eating my pretzels. I work for a company of "down to earth". I love it!"

**Jeff Ribman, #1 MGA:** While I have been to convention before, this one in Puerto Rico was a lot different. The best of American Income Life and National Income get to go to Convention, so being amongst the best is always special. Rio Mar and the weather was awesome. I had two opportunities to be recognized for our achievements in 2007; the "Tonight Show" during the general meeting (Roger Smith did a fine Jay Leno) and the awards ceremony. I also received many congratulatory remarks from my peers and other convention attendees. Some even came to me and told me how they were inspired by what I said when I was on stage. The ability to make an impact on others' lives was even more rewarding.

**Jim Bianchi, #1 RGA:** "As always, Convention was fabulous. Each year there are many things I look forward to, but among my favorites is catching up with friends from Home Office and the other agencies. Even more important is spending time relaxing within our own agency. It's just great seeing everyone have so much fun with each other and being pampered. This year only one thing was missing and that was our SGA, Durhon [Oldham], who could not attend because of his daughter's graduation. We all missed him a great deal, and it was no surprise so many people came up to me looking for him."



### ■ 2008 Convention: Puerto Rico

"I came into the convention as a stranger but certainly left the convention as one of the family. I was totally blown away by the fact that there was more to AIL than little New Zealand. We are so far away from everyone and everything, but yet we strive to achieve the same vision: "To Serve and Protect" our clients whom we call family. Throughout the convention I could not help but think about and thank Bernard Rapoport for creating the AIL family, whose sole purpose is to take care of families, no matter what race, colour or creed."

-Lorenzo Lameko, #1 SA





**SGA**  
of the  
**Year**

**YTD Net ALP: 2,927,787**  
**1st 6 Mo. Agt Prod: 2,102,489**  
**% of Objective: 187%**  
**Rtn: 72.4**



# Steve Friedlander

**Bernard Rapoport:** I've had the privilege of associating with thousands of people who chose American Income because it's a company that they knew offered "opportunity unlimited." Out of those thousands there are a few that are very, very special.

One of those is Steve Friedlander; he's like a son to me. It was on a vacation with his wife that he fell in love with New Zealand. He called me and said, "B, I really love New Zealand!" I said, "If you love it that much, I'll take American Income to New Zealand and you can be the SGA there." Well, that's exactly what happened. In some eight or nine years, he has built an unbelievable agency. He has insured for himself that he will always be a very, very rich man as a result of the leadership he has been able to provide. I take my hat off to him! His main strength was that he wanted to believe instead of being skeptical. He knew what "opportunity unlimited" meant and that it was at American Income where it could be realized. He's always been one of my favorites. Yep, he's my boy!



Steve Friedlander with the New Zealand Agency

**Roger Smith:** Fortitude, brilliance, wisdom – you have it all, buddy! Your omnipresent spark lights the path that guides your team to excellence. You followed your astute insight into the needs of working families across New Zealand, and in them you sparked hope and brought much-needed change. Here at AIL/NILICO, you spark hope in us as well. Your determination and motivation strengthens our faith in what we do everyday of our lives. Congratulations!

**Debbie Gamble:** Congratulations to Steve and his entire agency for having a tremendous year in 2007! He was able to achieve 187% of his production standard and have huge growth over the prior year's production, all through the efforts of his agency under his leadership. He deserves to be recognized as SGA of the Year for those efforts.

Our hope is for his agency to continue to grow and for him to achieve even greater accomplishments in the years to come. On a personal note, Steve and Felice are truly wonderful people whom we are privileged to be associated with.

**Rick Altig:** I attended The Leadership Development School with Steve Friedlander in March of 1983.

At that time, he was one of the top stars of the company for providing leadership in personal production and quality. Steve is the kind of leader who is the same yesterday, today, and tomorrow—25 years later he is still a leader in production and quality. Anyone associated with Steve Friedlander is blessed.

**Theodore Pappas:** Steve is our company's poster child for opportunity unlimited. Being with AIL/NILICO for as long as Steve has been, and knowing him as many people do, brings certain words to mind: Visualization, Courage, Success, Humility, Leadership, and Perseverance. We in American & National Income have some great leaders in our top management roles and positions. Steve represents the epitome of what those positions are all about. Steve is not only a leader in his agency, but he is a leader in AIL/NILICO. He looks to help and mentor when there is no reward but the reward of helping someone in need. I congratulate him in his success and thank him for his friendship.

**Jeff Ribman:** Steve, it started as a dream for you in 1995 when you brought your family to New Zealand. I'm sure it was extremely gratifying to receive the company's ultimate recognition in 2007. It's because of your dream that Lorenzo, Taina and I were able to put together incredible teams in New Zealand and achieve our successes as the number one SA, GA and MGA for the year. Congratulations!

# BONUS

**Total Bonuses: \$1,679,212.53**

## Retention Bonus\*

QUALIFIER	SGA	AMOUNT
Benjamin Eggen	Altig-Orlovic	\$3,739.27
Justin Germany	Matt Flores	3,288.92
Tibor Simon	Altig-Orlovic	3,022.51
Lily Tchen	Cohen-Cohen	2,654.99
Michael Perkins	Jatoft-Foti	2,591.52
Al-Karim Walji	Altig-Orlovic	2,577.88
Timothy Cruise	Altig-Orlovic	2,537.76
Preeti Sahgal	Josh Chalom	2,526.60
Samantha Chui	Matthew Hogan	2,428.82
Freida Yakubov	Tom Williams	2,374.83

**TOTAL RETENTION BONUS PAID: \$136,621.91**  
**90 Producers Qualified**

## PR Bonus\*

QUALIFIER	SGA	AMOUNT
Al Wall	Josh Chalom	\$8,376.27
Karen Apgar-Scholz	Chris Hernandez	4,408.50
Robin Andrade	HO MA	2,295.00
Rona Pileggi Spano	HO Chicago	1,951.52
Amanda Mlinaz	Matt Henderson	1,572.00
Kenneth Altizer	HO WV	1,566.25
Steven Orcherton	HO CD (BC)	1,305.32
Casandra Robinson	HO CD (ON)	1,301.75
Jacqueline Lowe	HO CD (AB)	1,251.47
William Verbeten	Joe Manone	1,096.50

**TOTAL PR BONUS PAID: \$46,051.53**  
**94 PR Reps Qualified**

## MGA Bonus\*

QUALIFIER	SGA	AMOUNT
Michael Laramie	Steve Greer	\$1,057.82
Doreen Ryan-Foti	Jatoft-Foti	823.15
Dorian Oldham	Oldham-Bianchi	621.79
Brett Gryska	Oldham-Bianchi	544.16
David Wang	Bob Olson	523.23
Steven King	Paul Rumbuc	448.13
David Iriye	Cohen-Cohen	441.30
Sabrina Lloyd	Barry Dillah	409.87
Natalie Linker	Allan Jennings	389.68
Jason Mayer	Furer-Whittinghill	376.19

**TOTAL MGA BONUS PAID: \$9,041.42**  
**26 Managers Qualified**

## BR Bonus\*

QUALIFIER	SGA	AMOUNT
Robert Dunn	Surace-Smith	\$14,304.57
Brett Gryska	Oldham-Bianchi	12,000.95
Stephen Bendure	Surace-Smith	11,901.63
Michael LiBassi	Surace-Smith	11,895.69
Sabrina Lloyd	Barry Dillah	11,707.33
Wayne Fader	Marc Rosen	11,576.04
Mitch Duplantis	Marc Rosen	11,299.51
Earnest Powers	Simon Arias	11,184.38
Jeffery Thiel	Simon Arias	10,727.26
Cheryl Foti	Jatoft-Foti	10,404.94

**TOTAL BR BONUS PAID: \$691,865.03**  
**531 Managers Qualified**

## Reinstatement Bonus\*

QUALIFIER	SGA	AMOUNT
David Wang	Bob Olson	\$2,031.75
Sami Mogannam	Jatoft-Foti	1,434.81
Robert Appel	Tom Williams	895.11
Balvino Cardoza	Cohen-Cohen	835.82
Frank Kolligian	Slav Bitman	793.79
Arthur Westergren	Tom Williams	781.74
Stephen Liberto	Eric Giglione	729.23
Timothy Dawe	Bob Olson	626.43
James Larkin	Theodore Pappas	600.72
Daniel Potilechio	Bob Olson	516.04

**TOTAL REINSTATEMENT BONUS PAID: \$18,077.79**  
**70 Producers Qualified**

## New Agent Bonus\*

QUALIFIER	SGA	AMOUNT
Roghie Hassanloo	Josh Chalom	\$5,641.36
Kevin Ishikane	Altig-Orlovic	4,318.32
Brenda Anderson	Altig-Orlovic	4,054.72
Raymond Angeles	Altig-Orlovic	3,977.22
Marc Coulter	Imran Satti	3,723.44
James Ching	Marc Rosen	3,710.48
Elvis O'Banor	Eric Giglione	3,676.29
Karen Sessing	Marc Rosen	3,542.71
Julius Chibayere	Barry Dillah	3,377.36
Magen Campbell	Imran Satti	3,122.73

**TOTAL NEW AGENT BONUS PAID: \$777,554.85**  
**1,362 Producers Qualified**



# Catch Promotion Fever

## Regional General Agent

Mary Ayarzagoitia  
Stephen Bendure

Desi Dimitrova  
Michael Forcier

## Master General Agent

Anthony Balsano  
Philip Camis  
Candace Engelson

Blanton Harper  
Marcus Howard  
Andrew Ouellette

## General Agent

60% James Charron  
Ramin Maghsoud

Alek Auxier  
Lesly Bernard  
Christian Bryant  
Damien Cameron

Sarah Riley  
Atta Saleh

Darcie Crotteau  
Lamine Diakhate  
Gus Graham  
Brittney Mathews

## Supervising Agent

55% Edward Bernard  
Dart Brown  
Rhonda Brown-Strong  
Johnathon Bunch  
Romaro Crowder  
Gregory Easley  
Travis Eick

Paul Abeling  
Jerry Agtmaal  
Mike Argersinger  
Derek Ayala  
Teyonna Badger  
Robert Barzyk  
Brad Bennefeld  
Jason Beyer  
Eric Bott  
Shoshannah Brenner  
Jenna Burchill  
James Burke  
Christina Campos  
Angela Chambers  
James Ching  
Jamie Christopher

Scott English  
Christopher Feiner  
Mary Ann Gaelic  
Kristin Garramone-Hager  
Wesley Gaultney  
Kristina Gerhard  
Detreia Glover

Richard Cortez  
Elizabeth Cox  
Kellen Cuttance  
Robert Davis  
Shannon Donald  
Daniel Eggers  
Bradley Foxall  
Cacia Galiano  
Cassandra Gordon  
Kevin Graves  
LeTonya Grissett  
Renee Guerrero  
Ronald Guevara  
Tracy Henderson-Edwards  
Johan Henriksbo  
Terry Holden



David Solomonov



Sabrina Lloyd

Join us as we welcome our newest SGAs, David Solomonov to St. Louis and Sabrina Lloyd to New York.

David Iriye  
Pablo Pirela

Thomas Reagan  
Ricardo Subero  
David Thomas

Kevin Shields

Edward Rangel  
Kendall Reeves  
Andrew Skarka  
Anthony Theriault

Jermaine Gunter  
Aayan Khalif  
Adam Lachat  
Dewey Lewis  
Warren Mansell  
Ukaya McGee  
Neil Quinn

Darryl Jones  
Jocelyn Juhan  
Sharnitha King  
Nicholas Lorence  
Gabriel Manzo  
Daniel McCarthy  
Nedelka McLean  
Catherine Minor  
Sharonda Moses  
Justin Nevitt  
Cody Novak  
Johnathan Olsen  
Anthony Paradiso  
Jeremy Philbin  
Brian Raemer  
Erin Ralph

Lawrence Willhite  
Gevorg Yanukyan

Dichita Warren  
Nikki Woods  
Peggy Zanowicki

Karen Sessing  
Milton Smith  
Jose Tavera  
Godley Varghese

Robert Reagan  
Tyler Reed  
Jeffrey Reid  
Kimberly Riley  
Barry Smith  
Cole Stukenholtz  
Kenneth Thexton  
Leah Thomas  
Marisol Villalobos  
Seth Wasson  
Michael Weeder  
Jamie Whitbey  
Nellie Whittaker  
Franlisa Williams  
Telly Wilson  
Carlos Yearwood

The Hadayia Agency may well have broken an AIL/NILICO record with the promotions of six agents in one day. Are you up for the challenge?



Antoinette Yellock



Ceasar McClain



William Buckenmeyer



Kurt Papenhausen



Mary Attie



Nicole Shelton

# Happy Anniversary

## 39 Years of Service

Pater Nielsen

## 27 Years of Service

Bert Feldman

## 26 Years of Service

George Farenthold

## 25 Years of Service

Rory Crockford

Cindy Furer

Robert Whittinghill

## 18 Years of Service

John McCreary

## 17 Years of Service

Herman Libman

## 16 Years of Service

Richard Case

## 15 Years of Service

Joseph Nosse

## 14 Years of Service

Donald Shuck

Brian Traboulay

## 13 Years of Service

Cheryl Cook

John Hancock

## 12 Years of Service

Robert Hughes

Sandra Johnson

Patrick Parisi

## 11 Years of Service

Arthur Carter

## 10 Years of Service

Preeti Sahgal

## 9 Years of Service

Julie Aprahamian

Gregory Engrav

James Schneider

## 8 Years of Service

Lorena Barriere

Elizabeth Hodgson

## 7 Years of Service

Susan Bergh

Jim Bianchi

John Bulecza

Volodymyr Derevyanyy

Tracy Haden

Christopher Hernandez

Meneluo Perakis

Casandra Robinson

Imran Satti

Jeremy Welch

Matthew Wolfanger

## 6 Years of Service

Elaina Bosco

Robert Boyer

Chad Deley

Allan Gilbert

Yvonne Hernandez

Daniel Potilechio

## 5 Years of Service

Samson Adelufosi

J D Bedford

Micah Cohen

Derrick Cook

Taiwo Daisi

Steven DiChiaro

William Gordon

Bedis Kilani

Laura Mackin

Anthony Mele

Crystal Reeves

Selena Thammasen

Rosalie Zwicker

## 4 Years of Service

Nicholas Engrav

Rita Haidinger

Tyler Hunt

Michael Laramie

Kelly Pascal

Randy Teyssier

James Wallhauser

## 3 Years of Service

Brandon Corkins

David Guzman

Alina Latinsky

Natalie Linker

Jared Mlinarich

Alan Silverman

Ryan Tucker

## 2 Years of Service

Daniel Armstrong

Nadine Boudreault

Sean Hall

Jason Ihle

Michael LiBassi

Mathew Mealey

Jenny Sample

Michael Sheets

Benjamin Vondrak

## 1 Year of Service

Michelle Adjiri

Desiree Ast

John Atsyor

## 1 Year of Service (cont.)

Karuna Bhatia

Prashant Borda

Lawrence Broniszewski

Michael Camara

Romaro Crowder

Lisa Dove

Richard Fisk

Milton Garlick

Robert Granzow

Andrew Gursky

Clayton Hewlett

David Hollis

Charles Hutchins

Danielle Jankowski

Dmitriy Kagan

Adam Lachat

Veronica Lara

Martina Laufenberg

Jerod Lavert

Ryan LeBaron

Brian Lee

Dewey Lewis

Warren Mansell

Jerry Marion

Timothy Matteson

Stela Meloche

Jennifer Mitchell

Amanda Niss

Pablo Pirela

Julija Purington

Mike Rewitzer

Jeremy Schultz

Shaun Sideris

Stuart Simpson

Reynaldo Singson

Kevin Smith

Richard Sprigg

Stacha Straight

John Szoka

Elizebeth Teller

Lori Vaughn

Timothy Velky

Daniel Walton

Terrence Wicks

Brian Wolchok

Michael Yoxtheimer

Kent Zadko

Claudia Zavala



# MONETARY DONATIONS

## American Income & National Income

- \$25,000 to *National Latino Congreso*
- \$25,000 to the *America's Agenda Health Care Education Fund*
- \$10,000 to the *Working America Education Fund*
- \$5,000 to the *Institute for Police Research*
- \$5,000 to the *Tarrant County Central Labor Council*
- \$3,500 to *The Newspaper Guild Freedom Award Fund* to sponsor *The Honorable Jim Wright Invitational*
- \$2,500 to *Autism Speaks*
- \$1,000 to the *Alberta Federation of Labour*
- \$750 to the *Manitoba Federation of Labour*

## Top Contributions of Centralized PR

- \$1,440 to *Guide Dogs of America* as an IAM Golf Sponsor (HO CD - ON)
- \$525 to the *MB Building Trades Charity* as a Kids Golf Hole Sponsor (HO CD - MB)
- \$500 to the *Manitoba Federation of Labour* for their Winnipeg Folk Festival (HO CD - MB)
- \$408.98 to *Naylor Canada Inc.* for an ad in their annual magazine (HO CD - MB)
- \$400 to the *SGJTO Camosum College Student Society* for an ad in their handbook (HO CD - BC)
- \$4,500 to the *Home Care Workers* (HO LA/OC)
- \$2,500 to *Strengthening Our Lives* for their dinner and an ad in their booklet (HO LA/OC)
- \$1,800 to the *Building News Trade* for an ad in their annual booklet (HO LA/OC)
- \$1,500 to *CUPE Local 500* for their scholarship fund (HO CD - MB)
- \$1,340 to *Softball Calgary* (HO CD - AB)
- \$1,300 to the *Metropolitan Baltimore AFL-CIO Leadership Conference* (HO DC)

## Top Contributions of Centralized PR (cont.)

- \$1,000 to *Hispanic Events Marketing* for their *Menudo Cook-Off* (HO LA/OC)
- \$1,000 to the *NY AFL-CIO* for a booth at their *Labor Celebration* (HO NY)
- \$1,000 to the *Oregon Hunters Association* for their convention (HO US - OR)
- \$960 to the *Schofield FCU* for their golf tournament and annual membership meeting (HO US - HI)
- \$850 to *RWDSU's* scholarship fund (HO CD - SK)
- \$850 to the *MA Building Trades Council* (HO MA)
- \$675 to the *AFL-CIO COPE Dinner* (HO PA)
- \$600 to the *PATCH Golf Tournament* (HO US - WA)
- \$500 to the *Indiana Volunteer Firefighters Association* for their annual meeting (HO IN)
- \$500 to the *NJ State AFL-CIO* for their convention (HO NJ)
- \$500 to the *AFL-CIO Convention* (HO PA)
- \$500 to the *MT AFL-CIO* for a raffle donation (HO US - MT)
- \$500 to *Unions for Kids* for the *Poker Run/Chili Cook Off* (HO US - WA)
- \$500 to the *Puget Sound Labor Agency* (HO US - WA)
- \$500 to the *Wailuku FCU* (HO US - HI)

## The Jatoft-Foti Agency's Top Contributions

- \$900 to the *Alameda CLC* for tickets and an ad
- \$600 to the *Big Valley FCU* for a table and prizes
- \$430.96 to the *Mt. Diablo Chapter CCUL* for *Vendor Night*
- \$372.10 to the *Norcal Shoot*

**Total \$24,494.95**



Debbie Enstedt (Vice President, PR Field Operations) and Darlene Dziewit (President of the Manitoba Federation of Labour)



Leo Van Den Bussche (PR Rep in Manitoba) presenting a donation to Sylvia Farely of the Manitoba Federation of Labour, accompanied by Debbie Enstedt, Darlene Dziewit (President of the Manitoba Federation of Labour) and Jacqueline de Vooght

# OUTLOOK



**ROB FALVO**

SENIOR VICE PRESIDENT OF  
FIELD OPERATIONS

## A WINNING ATTITUDE

Every so often while reading, I come across something that wakes me up like a strong whiff of ammonia. This time it was the question, "Are you leading with a win-win mindset?" I spent a few minutes thinking about some of my conversations and actions, and I realized I needed to improve in this area. I proposed to do the following, and I challenge you to do the same.

To grow a win-win mindset, we need to focus on the development of three character traits:

1. **Integrity.** Integrity means treating everyone by the same set of principles. Keep promises and fulfill expectations. Be loyal to those who are not present.
2. **Maturity.** Maturity is the balance between courage and consideration. Express feelings and convictions with courage, balanced with consideration for the feelings and convictions of another person. This requires maturity, particularly if the issue is very important to both parties.
3. **An Abundance Mentality.** An abundance mentality flows from a deep, inner sense of personal worth and security. It is a paradigm that states, "This is a world of plenty, and there is enough for everybody." It results in the sharing of prestige, recognition, profits, and decision-making. It opens possibilities, options, alternatives, and creativity.

Keeping in our hearts that our true calling as leaders is "to serve", this disposition will be easy to maintain. Now I ask you, "Are you leading with a win-win mindset?"



# Labor Advisory Board



**Kinsey Robinson**

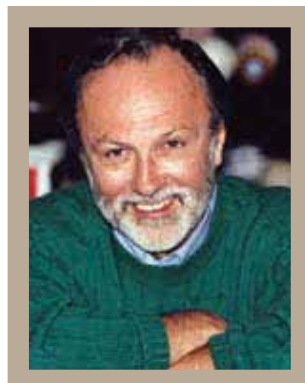
*International President  
United Union of Roofers,  
Waterproofers and Allied Workers*

Kinsey Robinson is the International President of United Union of Roofers, Waterproofers and Allied Workers. This union, based in Washington, D.C., has over 22,000 participating members from 9 regional district councils across the country. Since his appointment in April 2006, Robinson has continued to build on the worker training programs and increase the recruitment efforts of his predecessors, while emphasizing market development and labor and management relations.

Prior to his election, Robinson served as International Secretary-Treasurer for twenty-one years, a term that began in 1985 after he was unanimously elected into office, an event duplicated on four successive occasions. During his tenure, he fostered strong relationships with contractor groups and associations to provide members with comprehensive pensions and health care.

His impressive journey in union enhancement began with his roofing career in Spokane, Washington. He graduated from Local Union No. 189's apprenticeship program in 1968 and soon after became highly involved with his union. In 1969, he was elected to the Local's Executive Board where he served two terms before being elected as Recording-Secretary just three years later. Beginning in 1974, he held the position of the Local's Business Manager until he was appointed with the International Union as International Representative in 1982. It was during this time he pursued degrees in economics and labor studies while continuing his union work.

We are honored to introduce Kinsey Robinson as a new member of AIL/NILICO Labor Advisory Board. His immense experience and education, coupled with his outstanding determination and drive, will propel our team to soaring heights.



**David Bonior**

*Chair  
American Rights at Work*

Bonior is the Chair for the Board of Directors of American Rights at Work, a nonprofit advocacy group that defends workers' rights. Formed in August 2003, this Washington D.C.-based group educates the American public on the inadequacies of the legal system and the barriers workers may face when they attempt to unionize and engage in collective bargaining.

In Summer 2005, Bonior led a group of delegates — composed of international human rights advocates, U.S. academics, and civic, political, and religious leaders — across the United States on the

“Workers’ Rights are Human Rights” tour, exposing the abuses of workers’ rights in America.

Elected to the U.S. House of Representatives in 1976, Bonior served the residents of Macomb and St. Clair Counties for 26 years, the longest tenure of any Congressman from this district. He spent these years advocating for working families across America and was known to be a strong voice of human and civil rights. From 1991 until his retirement in 2002, he served as the House Democratic Whip, the second-ranking Democrat in the House.

Bonior holds a B.A. from the University of Iowa. From 1968 to 1972, Bonior both served in the U.S. Air Force and earned a M.A. in history from Chapman College. He worked as a probation officer and adoption caseworker before he was elected to Michigan Legislature in 1972. He is the author of *The Vietnam Veteran: A History of Neglect* and *Walking to Mackinac*.

It is with deep sincerity that we welcome David Bonior as a new member of the AIL/NILICO Labor Advisory Board. He has truly dedicated his life to enriching the lives of workers' and their families, and we look forward to the wonderful dynamic he will bring to our team.

## PERSPECTIVE



**SCOTT SMITH**

*EXECUTIVE VICE PRESIDENT  
& CHIEF MARKETING OFFICER*

### ATTITUDE IS A GIFT TO GIVE YOURSELF

In this issue of *Spotlight* you have seen much about our 2008 Convention in Puerto Rico. Convention is really one of my favorite times of the year. When you attend Convention, it is nothing but a celebration of success. One thing everyone has in common is a great attitude.

I started thinking, where does positive attitude come from? It comes from within. It comes from the decisions you make. It has nothing to do with what happens to you; rather, it comes from how you react and what you do with what happens to you. It comes from your ability to process your thoughts in a positive way regardless of the circumstance.

While there will always be highs and lows, the good news is the more you work on your attitude, assuming you're willing to, the less vulnerable you will become to the negative events in life. You must be determined to stay in the right frame of mind. Determination and passion are a must to developing and maintaining a great attitude. Once sustained, a great attitude will ultimately become a part of your fiber.

Unless you decide that you want to become more positive, your attitude will not be positive. Even though you may believe you are a positive person, ask yourself, “Can I become even more positive?”

Here are some thoughts on attitude improvement:

1. Always be cognizant that you have decided to improve your attitude.
2. Stop blaming others. Get over it. It ain't them.
3. Know where you are, and know where you should be. Manage your time and be organized to avoid stress or tight situations.
4. Become solution-oriented. Substitute the time previously spent griping on looking for solutions. Every obstacle is an opportunity in disguise. If you spend too much time lamenting on the obstacle, then the opportunity will pass you by.
5. Think before talking. Those who think before they speak seldom regret what they have said, and the result is always positive.

Think positive. Speak positive. Act Positive. Make “positive” a part of your daily routine. Seek solutions. You have been given a bag of cement and a bag of stones. It's your decision to build a stepping stone or a stumbling block.



*Presenting*

**BRIAN  
TRACY**

Author of  
*Million Dollar Habits & Speak to Win*

*Speaking at  
2009  
Convention*

**SEE YOU ON THE RED CARPET**



**2009 Convention: May 14-17, 2009**

Stay at the Beverly Hilton, home of the Golden Globe Awards

For complete Convention Qualifications, go to:  
[www.aillife.com/agency/spotlight/maingtl.htm](http://www.aillife.com/agency/spotlight/maingtl.htm)

*the*  
**BEVERLY HILTON**





## BR Bonus

# Total \$691,865.03

Qualifier	Bonus
Robert Dunn	\$14,304.57
Brett Gryska	12,000.95
Stephen Bendure	11,901.63
Michael LiBassi	11,895.69
Sabrina Lloyd	11,707.33
Wayne Fader	11,576.04
Mitch Duplantis	11,299.51
Earnest Powers	11,184.38
Jeffery Thiel	10,727.26
Cheryl Foti	10,404.94
Francisco Perez	10,327.55
Harjeet Rana	9,747.08
Allan Gilbert	8,742.05
Desi Dimitrova	8,545.84
Steven DiChiaro	8,220.57
Matthew Melhorn	8,085.70
Timothy Clark	7,777.92
Robert Shafer	7,529.68
Marino Baca	7,185.32
John Collins	6,544.29
Joseph Moore	6,336.05
Levar Morgan	6,153.83
Pamela Ladd	5,796.73
Byron Paz	5,773.47
Zachary Hart	5,640.18
Samuel Cohen	5,419.79
Daven Hermosura	5,403.47
Brock Adams	5,205.30
Emmanuel Villasenor	5,084.48
Dorian Oldham	5,043.76
Diane Carrion	4,970.79
Jason Harris	4,813.77
David Iriye	4,801.89
Brandon Teter	4,752.76
David Melcher	4,646.71
John McCreary	4,448.06
David Wang	4,438.92
Randy Teyssier	4,412.91
Kirk Alexander	4,391.56
Athar Sheikh	4,334.16
Alex Grakhov	4,301.35
Erik Graham	4,225.96
Gregory Engrav	4,174.13
Robert Gerdes	4,169.36
David Thomas	4,161.58
Steven King	4,128.39
Jason Taylor	4,057.80
Maxine Moody	3,892.89
James Palmes	3,800.36
Ryan Bisanz	3,772.14
Laura Fisher	3,772.07
Volodymyr Derevyanyy	3,580.78
Michael Laramie	3,571.59
Robert Hearn	3,520.14
Reynaldo Singson	3,469.79

Qualifier	Bonus
Alberto Alcalá	\$3,412.01
John Franklin	3,359.58
Mark Bleier	3,230.34
David Montgomery	3,137.40
Lawrence Hauck	3,022.97
David Hausman	3,009.22
David Guzman	2,914.28
LaTonya Tucker	2,878.86
Richard Correa	2,830.60
Alan Silverman	2,818.73
Daniel Phares	2,809.19
Antoinette Yellock	2,801.34
Richard Sprigg	2,754.73
Alvin Hagens	2,717.08
Christopher Jordan	2,704.13
Melissa Lusk	2,698.01
Beth Snow	2,697.64
Hasheim Jones	2,668.38
Perquida Osborne	2,599.03
Tiffany Roland	2,578.68
Craig Strompf	2,554.89
Benham Halali	2,549.21
Jason Dickson	2,530.75
Vanessa Garcia	2,515.66
Dawn McElwain	2,493.48
Rodney Ward	2,437.90
Richard Barbour	2,400.61
Michael Garrett	2,393.47
Matt Pflueger	2,362.29
Samuel LaSala	2,225.79
William Ray	2,221.01
Mathew Mealey	2,208.38
Michael Black	2,204.55
Rebecca Klebsch	2,181.22
Eric Cochran	2,156.21
Tracy Haden	2,152.45
Orett Nelson	2,146.60
David Garbarskiy	2,103.64
Tim Schroeder	2,081.14
Christopher Williams	2,044.37
Alex Gonzales	2,043.92
Evan Holzhauser	2,043.26
Michael Sheets	2,040.07
Gabriel Feldmann	2,015.06
Averyl West-Washington	1,997.59
Rachel Arenas	1,990.70
Robert Hamilton	1,985.43
Jeremy Welch	1,978.78
Theodore Greer	1,963.30
Sebastian Kazek	1,958.87
George Lahamedjian	1,954.66
DeMario Cooper	1,855.87
John Thornton	1,829.63
Phillip Humbel	1,828.17
Bobby Gujral	1,807.07

Qualifier	Bonus
Kathryn Chaisson	\$1,793.19
Shaun McDonald	1,755.90
I-Perfection Harris	1,727.91
Brad Thomas	1,709.63
Elvis Langha	1,688.69
Raymond Risucci	1,659.24
Lee Jeffers	1,644.19
Diego Arango-Puerta	1,640.08
John Hollins	1,635.53
Stephen Jubrey	1,635.28
Britany Pariente	1,612.17
Karuna Bhatia	1,583.60
Kyriacos Davis	1,573.70
Jason Mayer	1,572.27
Raphael Bouchereau	1,553.08
Eric LaBossiere	1,530.66
Robert Kanaan	1,518.37
Daniel Orr	1,518.36
Patrick Stenglein	1,486.44
Julianna Jones	1,469.36
Arthur Greene	1,466.17
Earle Harris	1,455.42
Christopher Keller	1,447.26
James Brenneis	1,444.27
Jason Young	1,432.73
Lanajo Wagnon	1,428.05
Daniel Walton	1,415.95
Jermaine Gunter	1,400.47
Stacie Jones	1,399.75
Todd Royer	1,371.86
Atta Saleh	1,370.09
Stefanos LeBrasseur	1,351.51
Dustin Raaum	1,349.80
Jennifer Wehrle	1,349.54
Gevorg Yanukyan	1,330.37
Danielle Jankowski	1,319.53
Aaron Gebke	1,311.32
London Burnett	1,309.56
Norman Hightower	1,270.94
Sonia Marin	1,258.15
Bryan Gravel	1,238.62
Michael Solomona	1,197.66
Edward Rangel	1,180.26
Benjamin Foti	1,174.15
Christian Chenier	1,170.34
Clifford Meikelburg	1,164.15
James Vatter	1,156.51
Michael Mandella	1,149.82
Brian Fernandez	1,137.00
Michael McIntosh	1,125.40
Vann Durham	1,106.58
Andrew Petersen	1,077.04
Natalie Linker	1,070.17
Albert Lau	1,059.22
David Ramirez	1,047.21



# BR Bonus

Qualifier	Bonus
Roger Melton	\$1,042.03
Justin Herdzina	1,036.95
Jaime Cervera	1,024.71
Susan Cooksey	995.60
James Cunningham	970.99
Moswen Taylor	963.08
Mathew MacCannell	960.24
Gregory Easley	953.17
Loralee Vasquez	945.13
Lorenzo Lameko	935.96
Antonio Monica	922.69
James Allen	917.63
David Saez	904.35
George Noujaim	887.34
Aaron Burke	879.20
Michael Romeo	862.67
Kenneth Greer	849.30
Nelson Scott	842.46
Toby Potter	834.13
Michael Boyer	826.07
Scott Fenton	808.86
Cathy Thompson	791.08
Kristin Garramone-Hager	788.27
Charles Hutchins	781.12
Amanda Luchtenburg	779.74
Michael Lockhart	774.19
Aayan Khalif	767.09
Alan Weissen	763.06
Nicholas Dwyer	761.20
Nina Edmonds	752.15
Kimberly Bird	749.63
Paul Samra	734.12
Shaun Sideris	733.27
Kasali Kotun	727.70
John Manarte	724.99
Kelvin McDiarmid	719.18
Cara DeFiore	703.07
Travis Brock	694.40
Philip Prata	691.72
Sarai Castanon	679.55
Scott Hanna	668.76
Luis Bagundo	668.05
Kedric Davis	667.57
Robert Vincent	660.19
Floyd Hodoh	657.17
Jackie Alston	645.02
Mary Attie	631.33
Garret Kun	629.16
Andrew Bishop	615.68
Angela Coleman	612.24
Noah Strozler	609.62
Ricardo Garavito	609.34
Michael Sakiewicz	601.12
Michael Thomas	599.66
Katherine Georgiou	599.53

Qualifier	Bonus
Neil Quinn	\$599.23
Blake Higuchi	595.94
Michael Vasu	591.81
Jose Sanchez	574.85
Daniel Valenzuela	566.77
Marcus Howard	562.00
Travis Eick	557.45
Michael Marion	555.05
Justin Nevitt	547.41
David Romfoe	544.25
Yvonne Hernandez	536.12
Benton Tong	534.11
Bedis Kilani	522.55
Adam Lachat	516.52
Curtis Proebstel	509.13
Dustin Henderscheid	491.72
Julia Beatty	487.38
Ricardo Subero	480.32
Dart Brown	477.14
Shiwa Hollingsworth	470.80
Daniel Kelly	464.94
Bradly Larsen	461.84
Dewey Lewis	454.80
Andrew Brinkmeyer	451.64
Romaro Crowder	450.43
Steven Engrav	443.42
Benjamin Vondrak	441.59
Herbert Adams	437.54
Michael Antognoli	434.29
Ryan Stenglein	433.63
Pablo Pirela	429.34
Matthew Lukesh	426.42
Kenji Leonard	425.75
Albert Thompson	418.37
Mickey Flinn	417.82
Timothy Velky	413.18
Stacy Taylor	410.56
Patricia Lee	410.34
John Charlton	409.11
Elizabeth Cazares	409.01
Delaunda Milner	401.86
Hovhannes Ter-Martirosian	401.09
Karen McQuoid	390.82
Erin Moyer	388.61
Corey Carbon	385.30
Matthew Cartwright	384.63
Justin Wilson	375.14
Edward Bernard	373.74
Donald Wold	368.02
Haoyu Xu	363.96
Jamie Rutan	362.07
Maijargal Sukbaatar	361.22
Lesly Bernard	360.34
Michael Zorn	358.82
Damien Cameron	358.23

Qualifier	Bonus
Candace Engelson	\$357.12
David Solomonov	356.31
Zeve Katz	356.05
Brian Blair	354.11
Brent Leathers	353.29
Keith Green	352.54
Josh Pearson	347.43
Ryan Hall	343.52
Lisa Dove	337.29
Kathryn Dickens	337.12
Timothy Watson	326.76
Richard Blake	326.46
Daniel Armstrong	326.21
Doreen Ryan-Foti	322.05
Jamie Christopher	317.51
Scott English	312.75
Brandon Davis	312.36
Hyungjun Kae	311.85
Aaron Schroeder	310.80
Josiah Burton	309.15
Nicholas Zangardi	308.54
Jamison Weatherspoon	306.19
Samantha Chui	301.74
James Isip	299.38
Adaorna Okereke	293.17
Adam Smith	291.50
Tevita Uasilaa	288.08
Sarah Riley	285.06
Nicholas Engrav	280.98
Mary Chastity Daquigan	280.88
Jerren Hughes	276.40
Godlove Mbah	269.58
Anthony Mutter	268.04
Adam Ellis	264.96
Cynthia Romero	263.78
Arun Raj	260.58
Marshan Johnson	260.37
Christopher Stephens	259.55
Lawrence Willhite	256.60
Dichita Warren	255.42
Thomas Soloweyko	255.05
Sharon Belcher	254.31
Roghie Hassanloo	253.45
David Kearns	252.24
Martin McCarthy	245.15
Hector Dessis	241.68
Patrick Duray	239.37
Larysa Shkinder	237.71
Matthew Ho	237.27
Andrew Stinnett	237.22
Francisco Zarathustra	234.24
Gregory McMeckan	233.87
Jason Ocean	230.54
Tami Dixon	230.22
Stephaan Brown	228.21

Qualifier	Bonus
Michel Dickey	\$224.58
Matthew Gonzales	224.40
Karen Sessing	224.14
Noel Ables	223.78
Craig Beck	223.65
Matthew Smith	218.45
Pablo Garcia	217.68
Steven Farless	215.89
Elaina Bosco	214.56
Glenn Van De Sande	212.88
Bradley Weigand	211.97
Jorell Washington	211.46
Frederico Watkins	210.96
Andrea Barenholtz	210.53
Pat Madsen	202.45
Brian Balch	200.12

\*All qualifiers listed achieved at least \$200 in bonus totals.



## Public Relations Bonus

# Total

# **\$46,051.53**

Al Wall	\$8,376.27
Karen Apgar-Scholz	4,408.50
Robin Andrade	2,295.00
Rona Pileggi Spano	1,951.52
Amanda Mlinaz	1,572.00
Kenneth Altizer	1,566.25
Steven Orcherton	1,305.32
Casandra Robinson	1,301.75
Jacqueline Lowe	1,251.47
William Verbeten	1,096.50
Robyn Ferraro	1,075.00
Lori Vaughn	1,056.10
Brett Hulme	1,022.00
Nathan Cook	981.50
Sandra Johnson	881.00
Brenda Di Somma	782.00
Carmella Stroud	763.00
Donald Spohn	750.00
James Clark	733.50
Sue Akers	704.00
Leo VanDenBussche	681.48
John Cozakas	618.50
Malka Arony	615.00
Joseph Westfall	575.00
Mark Gagliardi	554.86
Vivian Dwyer	530.00
Kevin O'Connor	523.50
William Slocum	514.50
Jenny Williams	500.25
Larry Lozano	482.64
Laura Mackin	366.36
Sara Thrailkille	357.00
Darrell Dorey	330.00
Richard Case	327.50
Chuck Hill	313.50
Heidi Diecedue	310.00
Brenda Hadayia	303.50
Linda Stadtler	297.75
J T Tasker	283.50

JANUARY  
FEBRUARY  
MARCH  
APRIL  
MAY  
JUNE  
JULY  
AUGUST  
SEPTEMBER  
OCTOBER  
NOVEMBER  
DECEMBER

\*All qualifiers listed achieved at least \$200 in bonus totals.

**Total**  
**\$9,041.42**

**May Bonus Qualifiers**

Michael Laramie	\$1,057.82
Doreen Ryan-Foti	823.15
Dorian Oldham	621.79
Brett Gryska	544.16
David Wang	523.23
Steven King	448.13
David Iriye	441.30
Sabrina Lloyd	409.87
Natalie Linker	389.68
Jason Mayer	376.19
Tiffany Roland	341.93
Alex Gonzales	337.09
Samantha Chui	280.60
LaTonya Tucker	280.07
Cheryl Foti	254.53
Dustin Henderscheid	235.63
Harjeet Rana	230.02
Christopher Stephens	209.43
Jennifer Wehrle	202.96

\*All qualifiers listed achieved at least \$200 in bonus totals.



## Reinstatement Bonus

**Total**  
**\$18,077.79**

### May Bonus Qualifiers

David Wang	\$2,031.75
Sami Mogannam	1,434.81
Robert Appel	895.11
Balvino Cardoza	835.82
Frank Kolligian	793.79
Arthur Westergren	781.74
Stephen Liberto	729.23
Timothy Dawe	626.43
James Larkin	600.72
Daniel Potilechio	516.04
Barbara Quilla	475.25
David Jackson	417.03
Diana McNair	395.49
Alan Silverman	383.01
Olaf Johnson	329.82
Jodi MacPherson	309.87
James Hurlburt	306.57
Harjeet Rana	297.12
James Richner	282.09
Carlo Bonifazi	274.32
Keisha Sandle	261.06
Henry Getty	242.58
Bento Tong	236.73
Ryan Hall	213.00

\*All qualifiers listed achieved at least \$200 in bonus totals.

## Retention Bonus

# Total \$136,621.91

QUALIFIER	BONUS*
Benjamin Eggen	\$3,739.27
Justin Germany	3,288.92
Tibor Simon	3,022.51
Lily Tchen	2,654.99
Michael Perkins	2,591.52
Al-Karim Walji	2,577.88
Timothy Cruise	2,537.76
Preeti Sahgal	2,526.60
Samantha Chui	2,428.82
Freida Yakubov	2,374.83
David Farroway	2,370.27
Andrew Haskins	2,325.09
Bill Heath	2,322.08
Yevgeniy Kashkin	2,300.06
Max Quasem	2,248.60
Karen McQuoid	2,222.10
Earnest Loveless	2,216.66
Kevin Haines	2,140.39
David Jackson	2,119.43
Nancy Myers	2,105.76
Ed Olfert	2,101.04
Jesse Wise	2,031.50
Todd O'Neill	2,019.37
Benham Halali	1,989.38
Corey Neff	1,981.45
John Cochrane	1,943.08
Natalie Soboleva	1,915.44
Michael Bromberg	1,857.95
Christopher Jordan	1,802.92
Alan Rosen	1,802.17
Troy Plummer	1,759.34
Kelly McDonald	1,726.16

QUALIFIER	BONUS*
Arthur Westergren	\$1,708.88
Steven Edgell	1,703.94
Helen Taylor	1,686.23
Douglas Zigby	1,644.02
David Ackerman	1,638.73
Russell Morris	1,548.60
Gregory Hayman	1,509.33
Lovely Johnson	1,493.70
Angeles Ordas	1,454.27
Donald Wold	1,439.53
Lamine Diakhate	1,434.89
Mickenzie Linse	1,412.29
Benjamin Mancillas	1,407.38
Iryna Sushkova	1,343.04
Larry Bolinske	1,338.78
Eli McKenzie	1,309.46
Daniel Potilechio	1,301.64
Bobby Gujral	1,283.52
Dale Kuntz	1,260.83
Travis Vandeberghe	1,247.69
Scott Remmey	1,242.09
Kenji Leonard	1,224.87
Zulfikar Bhukera	1,221.63
Heather Hewitt	1,212.62
Scott Hanna	1,211.20
Greg Stewart	1,209.75
Mark Bleier	1,204.53
Richard Carter	1,201.57
Krista Thieme	1,193.61
Andrew Bishop	1,172.19
Ricardo Garavito	1,169.03
Omar Hashimi	1,102.95

QUALIFIER	BONUS*
Joey Kennedy	\$1,037.90
Randolph Souliers	1,001.88
Pamela Drury	991.13
Rory Crockford	955.58
James Palmes	915.74
Robert Ulreich	907.53
Rickie Sasser	903.70
Devin Phillips	871.78
Sami Mogannam	868.89
Marinela Achim	864.07
Larry Malitz	859.79
Clayton Menezes	853.99
Benjamin Vondrak	827.63
Norman Lew	782.67
Mark Peltz	753.51
Salvatore Giacchi	737.71
Maijargal Sukhbaatar	720.48
Christy Starr	670.19
Arthur Greene	663.21
Richard Davis	611.70
Andrea Barenholtz	611.40
Patricio Mamaclay	609.94
Brandon Davis	606.75
Alex Gonzales	479.92
Jamie Winkler	473.57
John Farley	465.12

\*All qualifiers listed achieved at least \$200 in bonus totals.



## New Agent Bonus

# Total \$777,554.85

QUALIFIER	BONUS*
Roghie Hassanloo	\$5,641.36
Kevin Ishikane	4,318.32
Brenda Anderson	4,054.72
Raymond Angeles	3,977.22
Marc Coulter	3,723.44
James Ching	3,710.48
Elvis O'Banor	3,676.29
Karen Sessing	3,542.71
Julius Chibayere	3,377.36
Magen Campbell	3,122.73
Jamison Blom	3,105.21
Stephanie Broeder	3,058.38
Patrick Taylor	3,005.50
Paul Abeling	3,003.07
Telly Wilson	2,943.66
Evan Wicklund	2,833.60
Atta Saleh	2,746.77
Amanda Deal	2,729.23
Cassandra Gordon	2,682.93
Erik Costello	2,674.38
Mary Ann Gaelic	2,639.72
Matthew Marshall	2,607.79
Catherine Minor	2,572.66
Dart Brown	2,566.91
Michael Thomas	2,530.10
Michael Baier	2,488.92
Kimberly Bird	2,487.60
Kellen Cuttance	2,451.11
Michael Delahunty	2,360.47
Emilieker Ignacio	2,347.78
Natalie Lloyd	2,344.64
Joshua Lageman	2,325.86
Ronald Stingley	2,320.13
Nathaniel Gagum	2,293.54
Marco Santos	2,258.53
Lorie Keller	2,257.29
Lori Sellers	2,236.86
Victor Rodos	2,226.70
William Parmeter	2,218.71
Nicholas Moakley	2,197.43
Anais Cardiel	2,187.38
Yerson Larrahondo	2,178.75
Dichita Warren	2,061.67
Kyriacos Davis	2,059.63
Norman Candelore	2,057.64
Terry Holden	2,037.30
Nicole Shelton	2,035.09
Robert Vincent	2,031.58
Mark Sovten	2,023.59
Cesar McClain	2,001.44
Andrew Reynard	1,979.34
Mark Ziemianski	1,975.05
Todd Mileti	1,972.74
Nedelka McLean	1,963.99
Jamison Weatherspoon	1,961.08
Lephus Scantling	1,960.75
John Manarte	1,943.01
Brock Lampee	1,938.48
Kevin Richard	1,937.20
Haoyu Xu	1,931.54
Theresa Sanfilippo	1,900.22
James Burke	1,895.23
Brent Leathers	1,894.28
Alvin Flournoy	1,886.17
Robert Reagan	1,879.19
Michael Antognoli	1,849.49

QUALIFIER	BONUS*
Johan Henriksbo	\$1,836.40
Jeffrey Shrader	1,822.68
Floyd Hodoh	1,813.34
Jermaine Gunter	1,812.11
Casey Larson	1,785.03
William Collins	1,783.28
David Walton	1,779.51
Stephen Jubrey	1,778.40
Justin Wilson	1,775.29
Charles Clagett	1,749.56
Hsiaohsuan Li	1,740.53
Juan Cardona	1,733.06
Babak Zadeh	1,732.11
Bernardo Lopez	1,728.66
Regina Stingley	1,726.47
Kim Sprenger	1,717.75
Michael Bresette	1,707.95
Cody Novak	1,704.63
Jun Ma	1,692.37
Ramin Maghsoud	1,681.00
Jerome Kastrow	1,677.89
Brandon Asuka	1,673.15
Eric Zweifel	1,670.44
Catherine Cusyck	1,659.72
Kristin Garramone-Hager	1,659.26
Jacqueline Reim	1,647.30
Eric DePalma	1,625.74
Kevin Shields	1,624.99
Phillip Cobrand	1,619.48
Alfredo Ramirez	1,612.69
Rajiv Mehra	1,598.58
Alex Hernandez	1,550.26
William Ray	1,550.15
Debera VanDyke	1,548.37
Matthew Jack	1,538.21
Timothy Keene	1,538.19
Jason Marlow	1,535.98
David Popowitz	1,534.09
Stephan Siemens	1,533.25
Jennifer Garcia	1,528.19
Adrienne Terry	1,528.04
Christen Coppola	1,525.24
Alexander Seropian	1,524.51
Benton Tong	1,522.90
John Tippet	1,517.88
Tina Ward	1,517.49
Aaron Pullam	1,509.51
Detreia Glover	1,501.80
Calvin Moore	1,490.61
Jeff Lamar	1,474.99
Kimberly Riley	1,471.71
Vance Bosch	1,470.84
Anthony Gachie	1,454.71
James McLagan	1,453.92
Shawn James	1,452.12
Moustafa Makhmoud	1,448.08
Osei Agyeman	1,444.45
German Pena	1,432.06
Daniel McCarthy	1,413.12
Joshua Atwood	1,404.00
Joan Giron	1,398.12
Shannon Donald	1,391.67
Norbert Nelson	1,391.50
Pritpal Sandhu	1,391.35
Daniel Gamble	1,387.01
Jason South	1,379.14

QUALIFIER	BONUS*
Clifford Mekelburg	\$1,377.78
Craig Kitchner	1,373.37
David Ramirez	1,362.10
Erica Cassavaugh	1,359.32
Jeremy Engrav	1,350.38
David Aronovich	1,342.50
Gail Siemer	1,340.40
Raymond Appleberry	1,339.14
Regenia Mapson	1,336.39
John Tate	1,335.34
Brandon Zangaro	1,330.98
Brendan Boyle	1,326.56
Amy Zimmerman	1,323.50
Joseph Hecker	1,321.05
Gabriel Manzo	1,320.26
Antonio Monica	1,317.95
Darron Hacker	1,314.24
Jamie Zeigler	1,312.68
David Jasso	1,311.18
William Buckenmeyer	1,309.12
Craig Adams	1,306.55
Gleb Ostrovsky	1,305.49
Michael Reynolds	1,304.23
Rhonda Brown-Strong	1,301.36
Elma Walker	1,300.89
Georgia Georgopoulos	1,299.77
Daniel Johnson	1,299.57
Eric Graham	1,296.55
Seth Wasson	1,293.55
Carey Sobers	1,290.10
Joseph Flynn	1,288.09
Athar Sheikh	1,284.71
Mark Lindenmann	1,284.55
Kevin Smith	1,282.48
Matt Wyss	1,282.38
Christopher Feiner	1,276.13
Greg Luna	1,275.85
Jonathan Swink	1,274.78
Jayne Herrick	1,272.96
James Delaplante	1,270.59
Joel Gage	1,265.55
Prudence DesJardins	1,257.39
Wayne Lurch	1,249.90
Amy Shui	1,247.27
James Scholder	1,246.81
Vera Leus	1,238.67
Berlinda Parker	1,236.96
Ryan Neel	1,235.36
Suzette Payne	1,234.46
Rhelda Allen	1,231.71
Robert Biser	1,231.45
Eric Bott	1,229.29
Sefo Purcell	1,228.18
Shannon Walters	1,224.79
Debbie Romero	1,219.22
Jose Lomeli	1,218.90
Christopher Brooks	1,218.70
Wayne Green	1,217.86
Sarai Castanon	1,217.19
David Wheeler	1,217.08
Matthew Glisson	1,210.54
Sandra Reite	1,198.08
Suejame Genao	1,198.01
Leonard Jemiolo	1,195.42
Duane Robertson	1,186.03
Nicu Stirbu	1,185.00

# New Agent Bonus

QUALIFIER	BONUS*
Michael Brown	\$1,173.37
John Fargot	1,171.61
Mary Chastity Daquigan	1,171.25
Arlene Grosso	1,170.88
John Pagano	1,167.28
Edward Harris	1,163.97
Christopher Edwards	1,160.05
Jill Grimes	1,157.80
Timothy Palmer	1,154.11
Charles McMain	1,147.52
Brian McTear	1,144.72
Steven Dean	1,143.10
Ashley McMurtry	1,139.18
Khristopher Lee	1,136.18
Tyler Murray	1,134.83
Ryan Joachim	1,129.30
Craig Erwin	1,126.46
David Mellies	1,123.73
Michael Rome	1,121.39
Irakli Dolidze	1,117.97
Larry Pereiro	1,115.23
Rochelle Kieta	1,114.12
Charles Perez	1,110.58
Tanisha Haynes	1,108.64
Juan Morales	1,108.51
Darryl Jones	1,105.16
Kurt Papenhausen	1,103.39
Taneshia Solomon	1,102.37
Ryan Clark	1,102.23
Petrice Adams	1,101.04
Jason Beyer	1,098.73
Shaun Williams	1,095.44
Jimmie Bell	1,089.90
Gregory McMeckan	1,089.12
Stephon Donaldson	1,083.69
Ronald Starr	1,083.33
Benjamin Kelly	1,080.86
Barbara Oglesby-Jones	1,079.71
Mickey Flinn	1,077.35
Kristi Vang	1,074.17
Shannon Sawyer	1,073.57
Robin Glisson	1,069.65
Shawn Yarbrough	1,060.59
Kathy Tran	1,050.49
Frank Mangus	1,048.68
Frederick Greene	1,044.52
Sheila Albitre	1,043.98
Tina Grzeca	1,042.40
Christena Wong	1,036.89
Godlove Mbah	1,035.55
Tammy Zagata	1,029.85
Charles Mickens	1,028.67
Jerrell Johnson	1,025.30
Jera Culbert	1,025.25
Timothy Matteson	1,024.32
Erik Rice	1,023.53
Johnathan Olsen	1,022.34
Elise Lombardo	1,018.86
Alicia Pineau	1,018.68
Julie Merner	1,016.29
Michael O'Connor	1,015.45
Danielle Jankowski	1,013.54
Danira Madrigal	1,012.03
Narcisse Tchappa	1,011.20
Lee van Delft	1,009.59
Aseneth Meza	1,009.45
Craig Byer	1,006.03
Franklin DeJesus	1,005.60
Jose Harb	1,005.30
Adam Smith	1,002.12
Blake Hardison	1,001.14
Stephen Burton	1,000.56

QUALIFIER	BONUS*
Badr Bouchnafa	\$1,000.12
Angelica Gallardo	997.08
Veronica Barrionuevo	994.29
Almir Toska	985.79
Neil Quinn	985.42
Marilyn MacLeod	969.75
Ashley Whitehouse	966.08
Huogon Nguyen	963.71
Eddy Prellwitz	960.41
Adam Dziak	960.33
Kevin Yakowich	958.41
Elizabeth Cox	958.01
Claudia Frye	953.72
Kelly Irwin	946.08
Lisa Martinez	945.03
Montell Mister	940.81
Renata Szwab	939.19
Peter Soybel	937.56
Jarrod Turner	936.87
Michael Pett	936.02
Eric Godere	935.28
Luvette Ward	935.18
Scott English	933.37
Justine Farney	932.74
Jamie Rutan	931.55
Christina Grimes	929.97
Joseph Fink	926.67
Lanajo Wagnon	922.70
Jose Tavera	922.03
Renee Benavidez	921.95
Jake Penz	916.18
Anthony Theriault	908.95
Kent Zadko	906.18
Daniel Griffin	905.14
Rashelle Nugent-Smith	904.31
Dustin Kiss	903.32
Peter Patrie	903.20
Troy Gosine	900.16
Vianney Ruiz	897.07
Andrew Brinkmeyer	892.53
Lawrence Broniszewski	892.35
Shermeka Nicholson	890.65
Alba Wandurraga	890.08
Sonia Trevino	889.60
Elizabeth Cross	876.59
Robert Drake	868.49
Sunshine Moran	868.18
Edward Nelson	864.47
Cara DeFiore	860.05
Gregory Hood	857.04
Sonia Marin	855.10
Tahila Mateni	850.92
Renee Anderson	850.62
Shaelagh Legus	846.20
Aaron Schroeder	843.39
Nellie Whittaker	840.37
Kristina Gerhard	837.01
Rosemary Martinez	834.50
Syntoshia Tolbert	831.49
Leone Tomjames	829.84
Matthew Cisneros	825.88
Uatesoni Tuatonga	824.29
Alisha Klutz	824.24
Stephane Masyn	823.54
Ricky Bryant	820.50
Gene Bartoli	814.77
Donald Johnson	812.02
Kevin Roach	809.81
Stephane Piche	808.34
Nicholas Lorence	804.41
John Hollins	804.26
Thomas Hudak	804.10

QUALIFIER	BONUS*
Benjamin Tartaglia	\$801.45
Daniel Hanson	801.09
Robert Marver	798.84
Tihesha Allen	796.72
Peter Kwiatkowski	792.39
Carol High	790.76
John Jones	790.18
Ukaya McGee	789.86
Daniel Scoggins	787.60
Jerry Kust	787.49
Eric Vaughan	782.33
Christine Walker	782.09
Christian Vasquez	782.07
Timothy Velky	780.22
Mary Attie	780.05
Cole Stukenholtz	775.55
Kyle Schilkey	773.81
Donna Shelby	773.61
Michelle Battle	773.24
Dewey Lewis	772.33
Daniel Eggers	772.10
Secelie DeBellot	770.88
James Valentine	769.37
Jeffrey Dugan	766.79
Franlisa Williams	766.70
Nicholas Brustad	763.88
DeAngelo Haslam	762.69
Mehr Shahukar	762.10
Brandon Belisle-Lamoureux	757.17
Derek Ayala	756.69
Christopher Hittner	752.02
Carlos Yearwood	750.28
William Brasher	750.18
Jeffrey Durand	749.55
Demetrius Franklin	747.37
Yolanda Palmer	746.55
Chad Lewis	745.76
Kristin Magnuson	745.32
Toafa Teo	744.31
Clifton Horton	742.19
Barbara de Saenz	741.74
Sharonda Moses	737.04
Jonathan Unger	736.50
Ariana Gutierrez	734.49
Craig Beck	733.80
Kristyne Rowley	733.11
Michael Schulman	727.44
Melissa Merza	718.00
Brian Wolchok	717.13
Todd Rothfuss	716.75
Matthew Weiner	713.76
Dustin Dunlap	709.90
Travis Eick	709.08
Kevin Burton	708.09
Rencel Jones	705.68
John Fifita	704.51
Gregory Myers	704.38
Christian Bryant	703.13
Wendy Jennings	702.65
Catherine Gardenhire	702.09
Blair Yates	701.42
Lorelee Vasquez	700.90
Alta Johnson	700.09
Mario Chavez	696.42
Gus Graham	694.93
Alex Felix	691.32
Michael Black	690.85
Laurie Quinn	686.13
Billy Wilder	685.12
Edward Rangel	684.11
Adam Kuhr	678.03
Derek Liska	677.90



# New Agent Bonus

QUALIFIER	BONUS*
Kurtis Ross	\$675.09
Wendy Cox	674.46
James Conley	673.55
Frank Carpenter	673.13
Darryl Mitchell	672.41
Joshua Toft	670.40
Michael Bennett	666.51
Christopher Hussong	665.81
Lura Diaz	662.55
Tanya Golovanoff	660.16
Dustin Klingebiel	659.37
Allan Barrow	658.40
Tawanna Sadeeq	658.04
Arsen Yanukyan	656.98
Paul Krouse	655.24
Lola Tatum	653.87
Wendell Allen	648.30
Ahmed Karkoura	642.00
Scott Smaltz	641.81
Richard Gandia	640.98
Kowalsky Lucien	637.89
Leticia Carranza	637.81
David Harrington	636.20
Adam DeLuna	631.36
Brock Adams	630.77
Jake Sheridan	630.28
Kieth Matesig	627.83
Elena Ungaretti	626.08
Jon Parker	624.75
Timothy Watson	624.29
Jose Rivera	623.90
Elizabeth Cazares	622.67
Julia Beatty	621.97
Jo Karr	621.30
Christine Durrer	618.21
Joshua Burgess	618.13
Alfonso Garcia	615.49
Brad Thomas	615.11
Henry Getty	614.23
John Glennon	613.40
John Johnson	609.29
Stephanie Williams	604.13
Steven Newell	603.99
Abolfazl Mohammadi	601.47
Jang Kim	601.31
David Foster	600.01
Paul Moore	599.47
Keith Litterst	597.65
Brandon Fleck	596.20
Lynn Jones	595.97
Mesrak Yemenu	595.28
Sheryl Patterson	589.15
Jorge Bermudez-Prado	589.08
Daniel Valenzuela	585.65
Maritza Argueta	585.27
Micah Jordan	585.05
Michael Young	584.24
Michael Buckman	583.28
Sharon Barnes	582.72
Tony Fox	581.27
Jennifer Holliday	581.18
Mark Page	580.22
Shasta Doty	580.16
Matthew Nereng	576.14
James Reisser	575.36
Jesus Gonzalez	574.79
Gary Van Ert	573.47
Kathy Langley	572.10
Kevin Rendon	572.05
Marsela Kresic	571.06
Sundeep Grewal	569.24
Maria Greene	567.73

QUALIFIER	BONUS*
Bill Duncan	\$567.61
Matthew Smith	565.32
Bruce Davis	564.80
John Gawinski	562.56
Brandon Kissinger	562.48
Kelli McNabb	561.02
Brandon Lambert	560.43
Terry Knudson	557.83
David Stupich	553.94
Erica Buda	553.87
James Erickson	552.03
Andrew Gursky	549.57
Sharron Belcher	548.72
Peggy Zanolwick	547.41
Marshan Johnson	547.31
William Walter	543.97
Stacy Taylor	543.00
Kate Verhelst	542.30
Michael Romeo	538.90
Michael Weeder	538.56
Humera Sheikh	537.85
Daniel Burnell	534.57
Tracey Dugan	530.17
John Velisek	529.54
Silvia Ortiz	528.67
Mark Clark	527.88
Vanessa Garcia	523.17
Douglas Nowlin	518.08
Rondi Cook	517.55
Jacqueline Mathews	513.90
John Averi	513.81
Wieslaw Zamozniak	512.56
Bryan Dye	510.76
Lesly Bernard	509.90
Jason Frazer	509.12
Juan Montufar	507.06
Jessica Kemp	506.52
Katherine Wright	506.06
Mark Beckford	505.49
Dulce Garcia	502.41
Stefan Comanita	498.45
Marcus Hix	497.98
Sharon Brenner	495.00
Robert Smith	491.85
Courtney Korng	491.27
Alexander Scott	488.35
Adelfa Parinas	487.15
Richard Cortez	486.82
Gevorg Yanukyan	486.57
Kenneth Greer	486.25
Alexandru Sofineti	484.48
Darcie Crotteau	483.44
Michael Rygh	483.06
Bernard Coffey	482.34
Mindy Kohl	481.00
Tyler Reed	480.03
Dorothy Henkel	477.88
Nireas Uth	477.51
Michael Kinsley	474.53
Melissa Schroeder	472.15
Kenneth Thexton	471.98
James Turner	470.33
Kyle Marano	470.28
Sarah Malekyar	468.00
Anthony Davis	464.67
John Serrano	464.31
Theresa Trecroce	463.41
Moussa Cissoko	462.64
Jody Steele	461.71
Corey Wesson	459.59
Sita Pereira	458.96
Fernando Fernandez	457.95

QUALIFIER	BONUS*
Edmond Harris	\$457.18
Aaron Gebke	453.73
Carmen Johnston	450.21
Keith Green	450.04
Brian Balch	449.42
Maxi Hampton	449.22
Jimmy Riley	447.69
Cynthia Wilwayco	445.70
Thomas Matthews	445.44
Thomas Bushaw	444.58
Curtis Craft	444.52
Pamela Smith	443.22
Amanda Niss	441.21
Neville Shahukar	441.20
Juan Acevedo	439.54
Jayson Medema	438.51
Rita Earl	438.02
Ivoni Amato	436.56
Donna Reid	435.39
Ryan Whorley	433.98
Kendall Reeves	433.26
John Harrison	432.66
John Van Buren	430.99
Sam Kudla	428.25
Timothy Peters	427.92
Kathryn Dickens	426.18
Johnathon Bunch	425.43
Luigi Caicedo	423.01
Lanise Johnson	422.35
Richard Pasternack	421.35
Katrina Arnold	421.20
Crystal Hollingsworth	420.30
Brad Bennefeld	419.52
Erin Moyer	419.09
Zeve Katz	418.07
Marisa Willgruber	417.51
Ryan Trimble	416.49
Kendall Walters	416.02
Damien Cannaday	413.98
Ryan O'Donnell	413.58
Erik Dzikowski	412.87
James Richner	412.30
Stanley Olivar	412.03
James Seaborn	409.78
Daniel Mensah	407.71
Charles Schuetz	407.31
Charles Zwicker	405.62
Arthur Brehm	405.36
Robert Abbott	402.84
Jason Hosick	402.38
John Charlton	401.50
Salvatore Gallo	400.18
Wendy Dull	397.51
Tiffany Membery	397.11
Larry Adebesin	392.74
Ryan Miller	391.90
Brittany Smart	391.65
Aaron Jones	391.65
Jean Michelle Hardee	390.77
Giselle Thomas	389.52
Liliya Paraketsova	387.20
Linda Sapien	386.89
Charles Patterson	386.12
Trisha Shepherd	385.87
Antonio Adair	385.61
Cody Christian	385.21
Brandin Foos	384.73
Brian Key	381.83
Aaron Haskins	381.29
William Smith	380.72
Robert Lynam	380.42
Wilfredo Figueroa	378.01

# New Agent Bonus

QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*
Renee Guerrero	5375.66	Jamie Ross	5320.89	Aaron Latham	5264.65	Vincent Sportiello	5209.28
Teresa Heupel	375.61	Maria Carver	320.57	Christi Patrick	264.38	Eric Colson	209.12
Jerry Agtmaal	374.14	Milton Smith	320.50	Thomas Bryant	263.45	Oleksiy Kuznetsov	208.33
Michael Rice	372.93	Sarah Frost	319.99	Brandon Gordon	262.66	Claire Maningas	208.22
Curtis Visser	371.78	Joseph Morrisette	318.99	Jackie Alston	261.57	Lupe Louie	207.31
Bruce Stewart	370.17	Ella Veytsman	317.96	Sven Larson	260.90	Jeffrey Hagan	207.13
Ini Augustine-Akpan	369.90	Michael Morse	317.85	Daniel Davis	259.95	Mildred Rush	206.86
Justin Nevitt	369.60	Richard Lutz	317.40	Jeffrey Watson	258.08	Marchon Tatmon	206.83
Eddie Kwong	369.48	Levente Revesz	317.07	Boma Ekine	257.93	Jamie Christopher	206.72
Michael Marion	369.48	Isabelle Hernandez	317.00	Jamie Whitbey	256.56	Robert Barzyk	205.70
Adam Lachat	369.36	Marcus Wilkes	316.62	Michael Glorioso	256.30	Robert Surguy	205.65
Jacqueline Medina	368.99	Nancy Crampton-Brophy	316.44	Christina Campos	255.06	Sheila Keith	205.07
Keith Cadenhead	367.21	Laurence Patten	313.88	John Elgert	253.95	Juanita Vigil	203.98
Lorraine Nixon	366.31	Tasha Sanders	313.22	Michael O'Rourke	253.50	Nyia McGhee	203.51
Matthew Dolimpio	365.66	Fritzel Octave	312.56	Karen Pascal	253.28	Scott Coutcher	203.35
Erik Burkhard	364.88	Joshua Palka	312.34	Alberto Hernandez-More	253.12	Brian Kaltsos	202.98
Nicholas Duty	364.73	Bahia Abbout	312.31	Dominic Moseley	251.91	Gene Walker	202.91
Symyra Campbell	362.11	Deonica Culberson	312.03	Sophia Szeto	250.37	Renae Jn Baptiste	202.66
Anca Susan	362.10	Justin Herdzina	311.29	Robert Slocum	248.85	Willy Thompson	202.31
Andrea Seitz	361.01	Stephanie Girardin	310.90	Ansu Kamara	247.33	Jennifer Dillon	201.88
Michael Enman	360.70	Sanya Hudson	310.57	Christopher Bauer	246.58	Philip Jordan	201.29
Dwayne Powell	360.33	Lisa Stella	309.97	Shelvie Menzer	245.21	Margarita Kagan	200.44
Brent Morrissey	360.23	Gary Mast	306.84	Olesili Sinaumea	244.70	Jim Lee	200.23
Jeremie Seguin	359.55	Mark Bostwick	306.16	Jason Fisher	243.54		
Marlene Crawford	357.80	Karl Jorden	303.82	James Griffith	243.29		
Lee Hickman	357.20	Yann Estrada	303.79	Leon Blake	241.47		
Kyle Klipp	356.69	Deevius Storm	303.72	Hector Urena	238.15		
Brian Sundberg	355.89	Anne Po-Wihongi	302.82	Marcus Stengel	238.00		
William Selby	355.88	Elizebeth Teller	301.60	Curtis McGruder	237.53		
Constantine Shauf	355.20	Patrick Leung	300.76	Charmaine Simonson	236.30		
Charles Smaw	354.04	Jessica Santamarina	298.20	Moussa Adou	236.28		
Nickolas Grisham	354.00	Charles Hull	298.10	Kevin Graves	234.66		
Travis Gitzel	353.13	Ryan Parsons	297.34	James Whitesell	232.51		
Geoffrey Hoffman	352.85	Amy Sceri	296.95	Mele Mailangi	231.29		
May Sleiman	352.47	Carlo Bonifazi	296.14	Jermaine Johnson	230.95		
Hilda Ames	349.13	Mina Afu	294.81	Brandon Rockwell	229.65		
Jacklyn Nemchik	348.87	Kristann Sloan	294.68	Thomas Dugan	229.50		
Melanie Harvey	348.07	Rusty Letson	294.03	Duy Tram	228.48		
Amy Buskas	347.37	Shannon Finney	293.80	Sharon Castellano	228.47		
Timothy McCready	347.10	Kristina Nelson	293.70	Terrence Wicks	228.45		
Fernando Munoz	346.44	Zacchary Weber	289.71	Joshua Puig	228.40		
Shaun McDonald	345.85	Richard Olinger	287.84	Maria Thlang	227.34		
Milton Berry	342.79	Carla Mejia	287.79	Corey Mitchell	226.80		
Renata Kent	341.64	Katie Surls	286.26	Lamar Jordan	226.38		
Gregory Gardner	340.38	Emelda Rosales	284.30	Leisha Edwards	225.55		
Pierre Abizeid	339.00	Regina Head	283.22	Ciara Seaman	224.73		
John Olson	338.36	Jeremy Gray	282.81	James Green	223.56		
Andre Christie	337.35	Christine David	281.81	Eloy Cano	223.16		
Adam Schacter	335.31	Cynthia Palfrey	281.67	Krishna Han	221.44		
Siulolovao Kaloika	334.04	Kenton David	281.22	Lindsay Waddell	221.21		
Marlin McKinney	333.98	Irasa Lemoe	279.26	Peter Knapp	220.61		
Wesley Gaultney	333.66	Anthony Anderson	278.88	Mike Hudnall	220.53		
Charmetta Weems	333.53	L Preston Wade	278.11	James Mitchell	220.41		
Nicholas Brown	332.23	Jocelyn Dirgo	276.60	Carla Platero	220.32		
Leah Thomas	330.76	Leonardo Magana	272.41	Crystal Timberlake	219.78		
Nicholas Gerardy	330.44	Mark Sauer	272.40	Amiee Story	218.08		
Natalie Rea	330.39	Jerry Marion	272.36	Lora Beronja	216.16		
Michael Frazier	329.01	Stephen Fassler	272.02	Ulufafo Tauai	215.70		
Bradley Foxall	327.90	Rashad Williams	270.42	Earnest Powers	215.61		
Luke Peterson	327.43	Cornel Isaila	269.60	Cacia Galiano	215.57		
Renee Porter	326.74	Crystal Jackson	269.45	Liviu Mercea	215.13		
Daniel Umbertone	326.57	Heather Pearce	268.60	Deborah Darnell	214.59		
Thomas Moore	326.07	Marissa Hsieh	268.38	Keith Duncan	213.37		
James Afueh	325.16	Jason Bianco	268.31	Thomas McGarry	213.02		
Stela Meloche	324.80	Ariana Schubert	268.00	Linda White	211.80		
Russell Cheek	323.77	Salvador Ramirez	268.00	Aaron Hickenbottom	211.11		
Catherine Luke	323.05	Kami DeRosier	267.71	Joelann McCracken	210.80		
Matthew MacDonald	321.56	Ana Escobar	267.32	Mathew Moorhead	210.68		
Stephen Mullaley	321.35	Travis Brown	265.17	Nissa Siritool	210.30		

\*All qualifiers listed achieved at least \$200 in bonus totals.